

**A Premier Event on Selling
Your Products/Services to the Government and Resources to
Start and Grow your Business!**

2009 RESOURCE and GOVERNMENT PROCUREMENT FAIR

**Sponsored by:
White Earth Nation,
Shooting Star Casino, Hotel and Event Center
Mahnomen, MN**



**In cooperation with the Procurement Technical Assistance Center
(PTAC), and the U.S. Small Business Administration (SBA)**

Date: August 18, 2009

Time: 7:30 am - 4:00 pm

**Location:
Shooting Star Event Center
- Mahnomen, MN**

Schedule

7:30 am Registration

**8:15 am Welcome – Erma
Vizenor, White Earth Nation
Chairwomen. Recovery Act
Update – Randy Czaia SBA**

**8:30 am - 4:00 pm
Trade Fair and Workshops**

**Minnesota American Indian Chamber of Commerce
Business Builders Luncheon**



**Sponsored by
Midwest Minnesota Community Development Corporation
and Community Development Bank
(Lunch limited to first 200 Registrations)**

Who Should Attend?

Small businesses interested in starting a business, growing their business and doing business with government agencies and prime contractors in a trade show environment. In addition, attendees can participate in workshops on topics ranging from Starting a Business, Selling to the Government, Corps of Engineers and Grand Forks Air Force Base. Small businesses owned by ethnic minorities, veterans, and women can learn about special programs designed to provide better access to the government marketplace.

Exhibiting Organizations:

Federal/State/Local Government

U.S. Army Corps of Engineers – St. Paul
SBA MN and ND District Offices
Chippewa National Forest
Department of Natural Resources (DNR)
DOT Small Business Transportation
Resource Center (SBTRC)
General Services Administration (GSA)
Grand Forks Air Force Base
Internal Revenue Service (IRS)
MN Materials Management
MnDOT– Office of Civil Rights
MnDOT – Purchasing
Metropolitan Council
University of Minnesota
VA Medical Center

Commercial/Prime Contractors

CCI Surety
Eckland & Blando
Fastenal
Industrial Contract Services, Inc.
Lockheed Martin
Medtronic
Noridian Administrative Services
Short Elliott Hendrickson (SEH)
Ulteig Engineering

Non-Profit Organizations/Resource

Providers

American Indian Economic Development
Fund (AIEDF)
Association of Women Contractors (AWC)
Business & Entrepreneurial Center – MState
City of Mahanomen
Department of Employment & Economic
Development (DEED)
Hubbard County Economic Development
MEDA
MN American Indian Chamber of
Commerce (MAICC)
Midwest MN Community Development
Corporation (MMCDC)
Midwest Minority Supplier Development
Council (MMSDC)
West Central and North West Small
Business Development Centers
Procurement Technical Assistance Center
MN and ND
SCORE
West Central Initiative
White Earth Investment Initiative
Women's Business Development Center -
Minnesota

WORKSHOPS:

8:30 The Basics of Selling to the Government – Jamara Cheek, Procurement Technical Assistance Center (PTAC)

By now you must have some idea how huge federal government expenditures are. The federal government market is the largest in the world! Would you like to participate in that marketplace but don't know where to start? This program is an introduction to the basics of selling to the government. You'll get basic information on the market, how the market is segmented, buying channels, terminology, registrations and certifications involved, and the starting points for positioning your company to sell into the government market.

8:30 Starting a Business – Jim Soncrant, West Central Small Business Development Center

If you have a great idea for a new business but don't know how to get started, this fast-paced workshop is for you. Get valuable information about starting and operating a business in the State of Minnesota. Gain insight into what it means to be an entrepreneur. Learn the basics of putting together a business plan and obtaining financing. Our mission at the Small Business Development Center is to help entrepreneurs realize their dreams. Come to this workshop, and let us help you realize yours.

9:30 Certification Panel -- Wendy VanKuyk, State of Minnesota TG/ED; Pat Calder, Metropolitan Council DBE; Randy Czaia, SBA 8(a)/HUBZone; Elisa Diaz Gomez, MMSDC MBE; and Natasha Fedorova, WBDC-MNWB

Sorting through the various federal, state, local, and corporate socio- economic certification programs can be a daunting task. Who is eligible? What are the requirements? How does one become certified? What are the benefits? This panel will answer these questions and more. Representatives from six socio-economic certifying bodies will walk you through their programs and answer your questions. Attendees will gain a better understanding of the various programs and the opportunities that may be available from these organizations.

9:30 Marketing your Business in the 21st Century – Dr. Dave Smith and Ms. Andra Vaughn, Northwest Small Business Development Center

The average American is subjected to over 3,000 advertising messages a day. Wonder how to get your message heard with all the noise? Learn the scope and importance of marketing in this workshop. We will outline the methods smart advertisers are using today to get their message to their target market.

10:30 Understanding GSA's Multiple Award Schedules – Beverly Coley, GSA, Office of Business and Congressional Services

GSA is a very diverse federal contracting activity. This workshop will focus on Doing Business with GSA and the Multiple Award Schedule (MAS) system as the primary supply vehicle used by nearly all federal agencies. The MAS method of procurement is a very efficient means of providing the numerous and varied products and services required by the federal government, but presents a unique challenge to vendors trying to sell to the feds. At the conclusion of this session, participants should be able to locate the MAS solicitations applicable to their product or service, access some of the GSA agency ordering tools, and apply basic marketing techniques when approaching prospective buyers once they have successfully completed a bid and are awarded a GSA MAS contract.

10:30 Joint Venture and Teaming Agreements – Tim Connelly, Eckland & Blando

This workshop will cover teaming agreements and joint ventures. These agreements are becoming increasingly important in government contracting arena. Learn how they are different and the requirements needed to be successful.

11:45 – 12:45 MAICC Business Builder's Luncheon

1:00 Doing Business with the U.S. Air Force – Graham Pritchett, Grand Forks Air Force Base

Learn the essentials for doing business with the U.S. Air Force. Pertinent information includes www.ccr.gov registration, responding to sources sought notices, www.fedbizopps.gov, NAICS codes, and the Gov't Purchase Card. Also what a business should do, how we buy, what we buy, small business set-asides/types, and other potential sources for Air Force requirements.

1:00 Financial Fundamentals – Mariana Scott, MEDA

What you must know about your business to be profitable. Learn about tools for Larger more Sustainable Profits for your Business – Tips to improve your business success, today, tomorrow and in the future. Work smart and obtain positive results.

2:00 HUBZone Program – Tom Linnertz, U.S. Small Business Administration

The HUBZone program is coming to the forefront as the lead SBA small business program. This program has simple criteria, but at the same time status can be difficult to maintain. The criteria is based on location of the primary office and location where employees reside. This session will cover the requirements of the program. How to apply for HUBZone Certification; how HUBZone can benefit your firm and assist you in gaining contracts from the government.

2:00 Doing Business with MN Department of Transportation – Mike Plumley, MN Department of Transportation

This workshop will cover the DBE program, electronic-plans, how to bid information, and pre-letting and post-letting information on highway construction and maintenance projects for contractors and suppliers that want to do business with the Department of Transportation.

3:00 Doing Business with the Corps of Engineers – Tom Koopmeiners, U.S. Army Corps of Engineers

This workshop will cover the acquisition process used by the Corps of Engineers. Market Research from initial project review to ultimate posting of the acquisition to the public websites, i.e. <http://www.fedbizopps.gov> will be discussed. Opportunities for small businesses as subcontractors to large businesses will be covered as well.

3:00 Doing Business with the University of Minnesota – Sharon Banks, University of Minnesota, Office for Business & Community Development

Review University procedures for obtaining bid information and the process for checking bid awards on line. Learn how to maneuver through the University's targeted business program and maximize your opportunities for inclusion on construction projects. You will receive information on various University programs designed for small business owners presented by the Office for Business and Community Economic Development. Receive information on our Management and Technical Assistance Program, Computer Training Classes, Digital Divide Program, and the Small Business Development Program.

DIRECTIONS:

The Procurement Fair will be held at the Shooting Star Casino, Hotel and Event Center. It is located in Mahanomen which is 4 hours from the Twin Cities. Directions are available at Mapquest: <http://www.mapquest.com> – ending address is 777 SE Casino Road, Mahanomen, MN. Hotel 1-800-453-STAR or online <http://www.starcasino.com>.

REGISTRATION:

The event is free but registration is required. The fair is open to everyone. The Minnesota American Indian Chamber of Commerce Business Builders Luncheon limited to first 200 registrations.

Register online at: <http://mnptac.ecenterdirect.com> - Click Training to register.